

Message Text

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42

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E.O. 11652: N/A

TAGS: ETEL, BENC, NI

SUBJECT: NIGERIAN TELECOMMUNICATIONS PROJECTS

REF: LAGOS 9024

BEGIN UNCLASSIFIED

1. ON AUGUST 9 BIDS FROM 12 COMPANIES WERE OPENED AT MINISTRY OF COMMUNICATIONS FOR NIGERIA'S GIANT SWITCHING AND OUTSIDE PLANT PROJECT. PROJECT IS DIVIDED INTO SIX GEOGRAPHIC SECTIONS AND CALLS FOR 500,000 LINES (ONLY A PORTION OF THE 2.5 MILLION LINES EXPECTED BY 1985). THE DELEIVERED BIDS INDICATED THAT THE TOTAL COST FOR SWITCHING IN ALL SECTIONS COULD AMOUNT TO DOLLARS 500 MILLION. OUTSIDE PLANT COSTS COULD REACH DOLLARS 1.8 MILLION.

2. AERONUTRONICS FORD, IN COMBINATION WITH WESTERN ELECTRIC, WAS ONLY U.S. FIRM OFFERING AMERICAN-MADE COMPONENTS AND SERVICES. WESTERN ELECTRIC SUBMITTED AN ELECTRONIC SWITCHING BID AS ALTERNATE TO THE HARD-WIRED LOGIC SYSTEM SPECIFIED BY THE MINISTRY. PRICE WAS RELATIVELY LOW BUT FACT REMAINS THAT IT WAS STILL AN ALTERNATE. AT FIRST READING AERONUTRONICS' BID FOR OUTSIDE PLANT APPEARS HIGH. COMPETITORS WHO SUBMITTED BIDS WERE: GERMANY'S SIEMENS AND KABEL METAL; FRANCE'S THOMPSON CSF; ITALY'S ITALTEL AND GTE; UK'S GEC AND PLESSEY; SWEDEN'S ERECSOON; BELGIUM'S BELL/ITT; JAPAN'S HITACHI AND NISISHO-IWAI. TO DEMONSTRATE U.S. OFFICIAL INTEREST, EMBASSY CHARGE ATTENDED BID OPENING MEETING.

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3. NEXT SIGNIFICANT TELECOMMUNICATIONS PROJECT IS A GROUND
MICROWAVE SYSTEM WHICH WILL BE INSTALLED IN SEVERAL SECTIONS.
A TENDER IS EXPECTED TO BE ISSUED IN THE FOURTH QUARTER OF 1976.
ESTIMATED SIZE OF THE PROJECT IS APPROXIMATELY DOLLARS 1 BILLION.
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4. EMBOFFS HAD PRIVATE MEETING 8/13 WITH NEW RESIDENT ITT
REPRESENTATIVE RICHARD VON GERKAN, JUST TRANSFERRED
FROM ITT/BELGIUM. BY
OWN ADMISSION, HE IS FIRST AMERICAN CITIZEN TO EVER SERVE ON ITT
EXECUTIVE STAFF HERE. FURTHER STATED THAT IN PAST, PRESENT AND
FORESEEABLE PROJECTS, ITT COMPONENTS ARE 100 PERCENT EUROPEAN
MANUFACTURE. END LIMITED OFFICIAL USE
CAHILL

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